

**CAMP KESEM NATIONAL
FY2012 BUDGET**

REVENUES

Individual donations	\$1,063,000
Foundations/Corporations	\$443,000
Events	\$361,000
Total Revenues	\$1,867,000

COST OF GOODS SOLD

Administrative expenses - campuses	\$102,400
Program expenses - campuses	\$1,049,600
Total COGS	\$1,152,000

Gross Profit **\$715,000**

CKN Expenses

Programming staff	\$434,000
Administrative and overhead staff	
Contracts - program related	\$12,000
Accounting and Legal Fees	\$33,000
Office supplies, phone, shipping, copying	\$20,000
Travel	\$55,000
Conference	\$20,000
Banking/Merchant Fees	\$17,500
Insurance(D&O and GL)	\$8,000
Outside computer services	\$5,000
Staff & Board Training	\$5,500
Total operating expenses	\$610,000

Cumulative increase (decrease) to cash flow	\$105,000
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